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3 July 1958

MEMORANDUM FOR THE RECORD

SUBJECT: Contract No. HF-B-5111F, Price Negotiation,
Baird-Atomic, Inc.

1. At the request of the Air Force the Agency has negotiated and entered into Contract No. HF-B-5111F with Baird-Atomic, Inc., Cambridge, Mass., for the procurement of five (5) additional Navigational Sextants and necessary aircraft installation parts.

2. Contractor submitted a firm proposal on 12 June 1958 as follows:

Item 1 - 5 Sextant Heads @ [REDACTED] each 25X1A

Item 2 - 5 Sets Aircraft Installation parts
25X1A @ [REDACTED] each 25X1A

3. The above quotation reflected a [REDACTED] reduction in price when compared to the last procurement of 5 Sextants. This can be attributed to the ability of the Contractor being able to assemble these units at the same time as a current order of 50 Sextants for the Navy is being fabricated.

4. A further reduction of [REDACTED] a unit for Item 1 was made by the negotiator by furnishing transport cases in lieu of procuring new ones. The balance of costs appeared fair and reasonable since they were based upon concurrent production with the Navy's 50 units. The price for the Navy units had previously been analyzed by the Auditor and the Contracting Officer and found to be fair and reasonable. In fact, there was some reservation in their minds that the price offered by the Contractor was too "tight". 25X1A

5. In view of the foregoing, the Contractor's quotation was accepted as submitted except for the reduction cited in paragraph 3 above.

CONCURRENCE:

25X1A
[REDACTED]
Contracting Officer, DPS/DCI

[REDACTED] 25X1A
Negotiator

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25X1A
[REDACTED]
BPS/DCI:JMcD:pf
Distr: [REDACTED]
Orig - HF-B-5111F (Prop. Sec.)
2 - Finance
3 - Chrono